

Saveheat aims to be "one-stop shop"

SUPPLIER of aluminium, timber, glass and PVCu window products, the Saveheat Group, is looking to become a "one-stop shop" for the construction, commercial and trade installer industries.

The group comprises Blairs Aluminium Systems, Blairs Timber Windows, Merlin Network and Saveheat Glass and was formed earlier this year following the consolidation of PVCu supplier, Merlin Network (Scotland).

"The expansion gives us four different products, which are being manufactured in four different factories," Saveheat Group operations manager, Colin Torley told Project Scotland.

"We're trying to be the one-stop shop for window companies and specifiers."

Colin said the group was looking to simplify the process of acquiring materials for companies, as they only need to deal with one company for all four products. "The feedback has been great; people are saying it's just what they wanted. Now we're getting enquiries from construction companies who are looking to just buy

everything from us."

Merlin Network is based in Dalgety Bay, Fife while Blairs Aluminium Systems and Saveheat Glass are based in Hillington, Glasgow and Blairs Timber Windows is based in Greenock.

"It is quite well linked," Colin said. "The glass company tends to supply more throughout Scotland so we've got glass wagons coming across, backwards and forwards and we're starting to share loads now."

Going forward, the group is looking to expand south of the border. Colin said that Blairs Aluminium Systems is currently involved in a £250,000 project in London, following completion of works at the Flamingo Land theme park and zoo in North Yorkshire.

Colin added, "I think we're very optimistic with the group; we're starting to get a lot of new enquiries. Everybody knows Blairs but they are known as only doing two products – sash & case and double swing – whereas they do a lot more than that, so we are trying to promote the group and trying to promote that we do a lot more."



Saveheat Group operations manager Colin Torley and managing director Alex Gray

New directors tipped to drive business forward

INDEGLAS has appointed two senior managers to its board of directors to help drive the firm's expansion plans.

The interior glass solution provider has supplied products to a range of high-profile Scottish projects including City of Glasgow College City Campus, the Technology and Innovation Centre (TIC) at the University of Strathclyde and the headquarters of INEOS in Grangemouth.

The business has confirmed that Derek Johnston has been appointed operations director, while Iain McAlpine has been named commercial director at the business. For the past 17 years the company has traded from its Cumbernauld base as Deko Scotland.

Derek has 25 years' experience in

contracts management and holds a range of health and safety qualifications related to the internal glass and glazing systems sector. Indeglas said he is recognised for his strengths in "planning and coordinating multiple projects under demanding conditions".

Iain, a quantity surveyor by profes-



Iain McAlpine

sion, also has 25 years of business experience. Indeglas said he's known as a "highly effective facilitator who applies his knowledge and enthusiasm to provide clients with a first class service".

Jeanette MacIntyre, Indeglas founder and managing director said, "Derek has worked with me for almost twelve



Derek Johnston

years and Iain for over three years so I know very well the qualities they bring to our business and the drive they possess to take Indeglas further along the expansion route.

"As the recently appointed exclusive supplier of the Deko of Denmark product range not only in Scotland but also across the UK and Ireland, Iain and Derek will play a pivotal role and I am delighted to welcome them to our board. Indeglas is our way of reflecting our deep respect for the well-recognised and successful Danish design philosophy, 'form follows function,' while allowing a distinct brand to come to the fore.

"I want Indeglas to be the name on everyone's lips in the construction industry when it comes to internal glass

Revolving door "ticks all the boxes"

AUTOMATIC door specialist TORMAX has completed the installation of a 4-leaf automatic door and swing pass door at Iona House in Kirkcaldy, Fife.

Working with Alliance Electrical Services, TORMAX installed its in-house designed 5201 revolving door operator and 1201 operator that operates the swing pass door.

The 5201 automatic drive allows the door speed to be adapted to reflect external weather conditions and foot traffic levels, which the company claims is highly effective at reducing heat loss and improves

energy efficiency.

System specific data is captured and operation is automatically adapted to counter the impact of wind levels, or a build-up of dirt, to ensure the door continues to revolve.

The £300,000 repair, refurbishment and sub-division of Iona House, situated at the John Smith Business Park in Kirkcaldy, was supported by funding from Fife Task Force which was set up in the wake of the closure of Tullis Russell Papermakers.

The office space can accommodate up to 400 staff.

Simon Roberts, managing director at TORMAX commented, "Revolving entrance systems have always been the door of choice for busy locations. Not only do they look smart and help keep foot traffic flowing smoothly but they also have excellent green credentials.

"This combination of an automatic revolving door with swing pass door is suitable for a whole range of different locations including hotels, retail outlets, restaurants as well as office buildings. It ticks all the boxes for accessibility, safety and sustainability."



ONE GROUP
FOUR COMPANIES
AN INDUSTRY
LEADER



ALUMINIUM

TIMBER

PVCU

GLASS

The Saveheat Group supplies and manufactures window and door products in all materials, PVCu, Timber & Aluminium, add to that our Saveheat Glass and you'll quickly understand why we're becoming an industry leader. We handle projects of any size throughout the UK and have an impressive working portfolio of completed projects within all the main sectors.



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